

KYTC Newsletter

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Volume 78



SUPPORTIVE SERVICES

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Gov. Beshear Announces More Than \$2.2 Million to Improve Railroad Crossings

Gov. Andy Beshear, who has made safety and efficiency in all modes of transportation a top priority of his administration, today announced more than \$2.2 million in grants to improve railroad crossings in 11 Kentucky counties.

“Railroads are an essential part of Kentucky’s transportation system, reaching every corner of the commonwealth,” Gov. Beshear said. “The projects being accomplished with the help of these grants will result in greater safety for the millions of vehicles that cross railroad tracks and more efficient operation of the crossings themselves.”

The projects include upgrading crossing signals and lights, new pavement on approaches to crossings, replacement of approaches and, in some cases, full crossing replacements. Four companies submitted the selected grant applications: Paducah and Louisville Railway; RJ Corman Railroad Group; Kentucky Railway Museum; and Norfolk Southern. A Kentucky Transportation Cabinet (KYTC) selection committee screened the applications, which then were approved by KYTC Secretary Jim Gray.

A total of 17 projects were funded and are grouped below by grant recipient. Each railroad company is providing a minimum 20% match.

Paducah and Louisville (10 projects):

- Jefferson County – Cane Run Road, full crossing replacement, \$103,921; Camp Ground Road/KY 2051, upgrade signals/lights, \$171,894; Paralee Road, upgrade signals/lights, \$189,727.

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Increase Your Chances to Win More Work 12 tips to increase your contract funnel & enhance customer relationships

Today's financial demands, project complexities and tight schedules require project owners to look for more than a low bid. If potential customers aren't aware of any added value contractors can offer, the buyer has no choice but to evaluate, select and award contracts based on price, which can be tough for contractors who must stand by their pricing that's based on the quality workmanship, experience and service they can offer clients.

In many cases, the customer has the following needs: a guaranteed completion date; a safe project; professional documentation; consideration of value engineering, alternates and design suggestions; assistance with permitting; help with coordination of utilities; attendance at numerous meetings with committees; presentations to lenders or investors; or help with overall project management. By only providing a bid, customers are only aware of one component of your service: price.

12 Ways to Increase Your Chances of Winning Contracts

First, realize that waiting for proposal requests or phone calls from customers is not a long-term, winning strategy to improve your bottom line. Numerous construction contracts are awarded or negotiated with general contractors and subcontractors who are known to be the best in their market in several areas, including project types, service, schedule, workmanship, relationships, professionalism, safety, teamwork, capacity, financial strength, experience and performance. What are you best known for in your market? Do your customers and potential customers know it? Do you market, sell and spread the word about your capabilities, expertise and what sets you apart from the competition? Here's how to get started:

1. Get focused — Companies that plan their future create their future. Set your business development, sales and marketing goals. Define your primary focus, including specific customer targets, contract types, market area, project types and job sizes. Do you want to win business by being the lowest bidder? Or by negotiating with the right customers? Decide what you want your reputation to be.

About The KYTC

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on KYTC contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor to produce sound bids.
- Provide access to training increases DBE expertise in handling of daily business operations.



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